



STATE OF MICHIGAN

JENNIFER M. GRANHOLM
GOVERNOR

DEPARTMENT OF MANAGEMENT & BUDGET
LANSING

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For immediate release:

October 29, 2007

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DMB Director tells southwestern Michigan Rotary Clubs about Buy Michigan First initiative

BENTON HARBOR – Lisa Webb Sharpe, director of the Michigan Department of Management and Budget (DMB), told Rotary Club members in the St. Joseph-Benton Harbor area how the State is reaching out to small business owners through its Buy Michigan First program. More than 100 members and guests of the St. Joseph-Benton Harbor, Benton Harbor Sunrise and Stevensville-Lakeshore Rotary Clubs attended her presentation.

Buy Michigan First carries out Governor Jennifer M. Granholm's directive to give contracting preference to Michigan-based businesses. By putting the state's businesses first, the Governor aims to offer small firms opportunities to make a big contribution to Michigan's economic growth.

"The State of Michigan's contract portfolio exceeds 1,300 contracts valued at more than \$16 million," Webb Sharp said. "Through Buy Michigan First, we have told thousands of small business owners how they can supply State government with commodities, services, information technology, real estate leasing, building and design, construction and highway contracting services."

She explained how successful contractors also may become part of MiDEAL, Michigan's cooperative purchasing program that expands more than 170 of these contracts to schools, municipalities and nonprofit hospitals.

Since 2003, Buy Michigan First has saved the State more than \$570 million. Last year, DMB's Purchasing Operations staff exceeded their goal to increase contracts to Michigan businesses by 5 percent.

Webb Sharpe's presentation offered valuable information about opportunities for small business, said Sunrise Club president Bob Herman. He hoped more southwestern Michigan businesses would submit competitive bids on state contracts.

Webb Sharpe encouraged business owners to review contract opportunities at the Buy Michigan First Web site: www.michigan.BuyMichiganFirst. The site also lists dates for Buy Michigan First seminars, which are held at locations across the state.

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